

MANUFACTURING EXTENSION PARTNERSHIP

Success Stories from the Field

Altoona Pipe & Steel Supply Co.

Mid-Pennsylvania Manufacturing Extension Partnership

Altoona Pipe & Steel Prepares For Aisc Certification

Client Profile:

Altoona Pipe & Steel Supply Co. is a steel service center specializing in cutting and burning, structural steel fabrication, and pipe valves and fittings. The company, located in Altoona, Pennsylvania, employs less than 100 people.

Situation:

Altoona Pipe & Steel was unable to bid on any jobs that require American Institute of Steel Construction, Inc. (AISC) certification. More and more jobs require AISC certification to participate in the bidding process. Without the certification, Altoona Pipe & Steel's market share was shrinking. The company contacted the Industrial Manufacturing Center (IMC), a NIST MEP network affiliate and division of the Mid-Pennsylvania Manufacturing Extension Partnership, for assistance.

Solution:

IMC contracted with a consultant specializing in steel fabrication to properly train Altoona Pipe & Steel's welders. Sample welds from their training were sent to an independent testing lab for examination. IMC also contracted a consultant to develop procedures, documentation, and a quality manual adhering to AISC standards and to prepare Altoona Pipe & Steel for AISC certification. Once all the welders had passed the training and the necessary paperwork was in place, Altoona Pipe & Steel underwent a rigorous initial audit. The company is now in the process of making modifications to its documentation in preparation for its final audit. Altoona Pipe & Steel anticipates successful completion of the requirements for AISC certification and is looking forward to pursuing new business with previously restricted clients.

Results:

Trained all company welders in AISC approved welding techniques.
Developed procedures, documentation, and quality manual compliant with AISC standards.
Preparing for final certification audit.
Anticipating sales growth before the year's end.

Testimonial:

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“The project with the Mid-Pennsylvania Manufacturing Extension Partnership was a huge success. Gaining AISC certification will open up a large market that Altoona Pipe & Steel has been unable to bid on. We are excited for the new opportunities that this certification will provide us.”

Joel Hollander, President